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PAPER MERCHANT SALES REPORT OCTOBER, 1988

(by NPTA Region)	Sales per Selling Day October, 1988 Compared to October, 1987	Sales per Selling Day October, 1988 Compared to September, 1988	Sales per Selling Day 1988 YTD Compared to 1987 YTD	Days Outstanding (Accounts & Notes) At close of October 1987	1988	Calendar Day Cost of ending September Inventory 1987	1988
INDUSTRIAL							
1	+11.3	+ 4.5	+ 6.1	40	44	67	67
2	+ 4.3	- 0.4	+13.1	36	38	51	49
3	+35.5	- 5.4	+16.0	39	43	61	64
4	+16.6	+ 4.0	+19.0	38	36	54	50
5	+16.5	+ 1.6	+13.5	34	36	50	65
6	+22.6	+ 4.4	+10.8	41	44	68	59
7	+ 8.0	- 2.2	+ 7.1	37	37	58	54
8	+16.9	- 2.0	+13.7	36	36	55	48
9	+45.0	+33.4	+10.6	37	38	54	67
NY	+24.3	+19.4	+ 8.2	44	51	41	45
CHICAGO	+18.8	- 1.4	+17.1	38	41	45	43
LA	+ 7.6	+ 0.7	+ 8.4	46	46	62	69
US	+19.3	+5.3	+12.6	39	40	55	57
PRINTING							
1	+16.6	+ 1.8	+14.1	47	47	41	42
2	+14.8	- 2.9	+15.2	41	43	48	46
3	+23.5	+ 4.9	+17.7	41	47	71	60
4	+19.4	- 19.9	+14.4	42	38	54	56
5	+16.8	0.0	+15.9	43	41	63	72
6	+19.7	- 6.6	+20.8	42	42	65	66
7	+17.3	- 4.0	+14.5	40	36	56	61
8	+26.2	- 0.6	+17.9	41	38	53	60
9	+30.2	+ 8.0	+19.6	38	36	66	55
NY	+10.3	- 0.6	+23.2	39	40	72	59
CHICAGO	+25.2	- 9.1	+30.4	43	41	74	61
LA	+16.0	- 4.0	+15.8	40	40	80	70
US	+18.9	- 3.5	+18.0	41	41	63	60

COMMENTS ON OCTOBER'S SALES CHANGES. ***INDUSTRIAL*** sales changes were higher than for much of the year. Regions 3, 6, 9 and New York Metro were up significantly, and only Region 2 was substantially lower than earlier months. ***PRINTING*** sales changes essentially continued the earlier months' patterns, with Regions 3, 8 & 9 up substantially over the average of earlier months, and only New York Metro much below its previous year-to-date average. PLEASE NOTE:

- ***Region 1 Industrial*** - We have had some changes in who is filing in Region 1, as well as some updated data from some of the regular filers. The year-to-date sales changes are now lower than in the past.
- ***Region 9 (both types of goods)*** - Region 9 seems to show more variability from month-to-month in the sales changes. September, for example, showed region 9 with a drop in Industrial sales and a lower than average increase for Printing goods, while October shows substantially higher than average changes.

DAYS OUTSTANDING showed no remarkable overall changes, and INVENTORY DAYS stayed about at their monthly average for Industrial goods, while showing a drop (as they had in 1987) for Printing goods .

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN, & VA
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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